INTERNATIONAL TRADE PROGRAMS AND SERVICES

- Export Assistance
- Trade Grants
- Regional Trade Offices

www.enterpriseflorida.com/export
Enterprise Florida helps thousands of companies around the state enter and expand in international markets through nationally-recognized programs and services. With 95% of the world’s consumers and 75% of the world’s GDP, you should consider the benefits of exporting!

**BENEFITS OF EXPORTING**

- Diversify customer base
- Create competitive advantage
- Increase profits
- Grow new markets
- Extend product lifecycle
- Increase competitiveness and market share
- Mitigate risk
- Expand product & services reach

**SERVICES OFFERED**

- Export sales missions
- Educational seminars/conferences
- Export counseling
- Market research
- Trade events newsletter
- Overseas trade shows
- Export finance referrals
- Trade grants
- Certificates of free sale
- International offices network
- Export grants
TRADE GRANTS

Enterprise Florida offers six trade grants through the Florida Export Diversification & Expansion program to help qualified companies start exporting for the first time or diversify into new markets overseas.

**Target Sector Trade Show Grants:** Receive a grant to help reduce the cost of exhibiting at an Enterprise Florida-supported overseas, internationally-focused trade show or exhibition.

**Gold Key/Business Matchmaker Grants:** Meet with pre-screened buyers, agents, and distributors in foreign markets, including Enterprise Florida export sales missions and U.S. Commercial Service Gold Keys and trade missions.

**Virtual Business Matchmaker (VBM) Grants:** Enterprise Florida’s network of international offices provides virtual business matchmaking services in their local markets so exporters can meet virtually with pre-screened buyers, agents, and distributors.

**Export Marketing Plans:** Working in partnership with the Florida Small Business Development Centers Network (FSBDCN) qualified Florida manufacturers and services providers can receive a customized export marketing plan to pinpoint the best countries for their products, develop the right entry strategies, and promote their products abroad.

**Florida Online Global:** Globalize your website by making it local with Florida Online Global. This program offers two predefined, fully optimized websites in your target markets to help grow your exports, sales, brand and business overseas.

**International Registration Grants:** International Registration Grants help small to medium-sized manufacturers offset the costs of obtaining international product registrations, certifications or markings that may be required to do business overseas.

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**Grant Eligibility**

Want to determine if your company is eligible to receive a trade grant? Visit [www.enterpriseflorida.com/tradegrants](http://www.enterpriseflorida.com/tradegrants). Each grant may have additional qualifications.
This fair was an excellent forum to show our new products and make some important contacts. The exposure we get at Arab Health increases our brand awareness wonderfully in the Middle East. Enterprise Florida does a phenomenal job of getting things up for us, making things easy. The grant helps us bring additional people to the show to work the exhibit. I always say that Enterprise Florida activities are a great use of my tax dollars.
- Orthomerica Products, Inc. | Arab Health 2022

Being a small business with about 65 personnel we had the ability based on being an Enterprise Florida participant to get as much exposure within this trade event as a firm with a large display in the various pavilions. By being within the EFI group, the fact that we will receive a trade grant was definitely a plus to offset some of the other major expenses incurred. We utilized the EFI booth to the fullest extent and got our true value for attending under the EFI umbrella.
- Continental Aircraft Support, Inc. | Dubai Airshow 2021

This is definitely the most successful trade mission that I participated in. It was well organized and the clientele were top-notch companies that were well vetted. Of the eight companies that I met with, three companies were competing to distribute my products. This additional business will take my company to the next level of growth. I will be adding over 15 new jobs to maintain and grow this segment of the business. I could not be any happier with the results from this mission.
- Radical Cosmetics, LLC | Export Sales Mission to Ecuador